

# WIN PRIZES IN THE ULTIMATE SHOOTING GALLERY!! Lucky Carnival

**A TOTALLY  
UNIQUE UNIT**

Dimensions:  
68" High  
96" Wide  
116" Deep

**TAITO**

**LIMITED  
QUANTITIES  
NOW IN STOCK**

Fire the cannon  
repeatedly at your desired prize  
capsule. Collect unlimited prizes as you shoot  
your way to the ranks of the top Marksman!

Using the cannon, fire a ping pong ball to shoot down the prize capsules on the moving turntable  
Up to three people can play simultaneously  
Each player is given sixty seconds and ten shots to play (Operator-adjustable settings)  
Prize capsules are replenished automatically  
Capsules are designed to accommodate prizes of varying shapes and sizes (Up to 7 inches)  
The automatic loading mechanism is an advanced engineering design for trouble-free operation.  
When the sensors detect a vacant space, the mechanism automatically drops a new capsule onto the turntable  
The barrel-shaped cannon is an attention grabber with its unique shape and loud bang when fired

# Tales of the Arabian Nights



*Your  
Wish  
Is Granted*

This product is marketed  
in NZ under an exclusive  
distribution licence held  
by Coin Cascade Ltd.

**TIME OUT**

**JUNE 1996**

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Christchurch, Ph 338 1411, Fax 338 1410

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(312) 961-1000 • Fax (312) 961-1060 • <http://www.wms.com>

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**Williams**  
Williams Electronics Games, Inc.  
A subsidiary of Williams Industries Inc.



# WORLD'S BEST HYPER REALISTIC 3-D RACING!

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

300km/h オーバーのハイスピード・リアルタイム3D CG レースシミュレーション。  
リアルタイム3D CG レースシミュレーションで登場!  
TWINタイプキャビネットが登場!  
リアルタイム・テクスチャーマッピング・CG ボード"MODEL 2"を搭載。

## DAYTONA USA TWIN TYPE

最高8人同時対戦プレーの通信機能を搭載!

リアルなスーパーグラフィックスを表現するため、TWINタイプキャビネットが初の高画質29インチモニターを使用。DXタイプ同様、ドームスピーカー×4・ウーハー×2・ツイーター×4の10スピーカーシステム。しかも、リアルタイム・テクスチャーマッピング・CG、でありながら最高8人同時参加による、対戦型のリアルタイムレースが楽しめる。通信機能を搭載。エキサイティングなゲームシーンで、ビギナーからマニアまで対応。ローケションの活性化とハイインカムを実現します。



- ドリフト感と、実車の操作感覚のハンドリングを再現する新機構搭載。
- 13cmスライド可能なシートのアジャスト。
- シート下に収納されたボード類。メンテナンスを容易にします。

A 300 KPH HYPER SPEED REAL TIME 3D CG SIMULATION GAME IS NOW AVAILABLE IN A TWIN CABINET!  
REAL TIME TEXTURE MAPPING CG BD "MODEL 2."

High speed visual effects created by 32-bit 3-D graphic engine power enables texture mapped 300,000 polygons per second to be represented so graphics come alive right before your eyes!  
HIGH QUALITY 29" SCREEN AND TURE-TO-LIFE SOUND!

WITH THE INTERACTIVE FUNCTION INCORPORATED, THE GAME ALLOWS UP TO 8 PERSONS TO ENJOY "VS." PLAY SIMULTANEOUSLY!

A high resolution 29" monitor, a first for the twin style cabinet, is employed to reproduce realistic super graphics. As with the Daytona USA Deluxe model, roasting sounds are emitted from a ten speaker system. In addition to the real-time texture mapping CG, communications functions allow up to eight players to race against one another simultaneously. Daytona USA appeals to everyone from beginners to the advanced racer. Expect high income earnings from a game with this much excitement and power.

● "Real Drivers Only" Mode  
The "Real Drivers Only" mode allows only the player who registered upon entry to race. A high level of repeat play can be expected from hot racing competition between friends and avid players.

● "Reverse Mode"  
Enjoy the maximum thrill you can get by driving the course in the reverse mode, racing towards your opponent in the opposite direction!

● Realistic Steering Features  
New mechanisms allow you the realistic feeling of drifting, actual steering weight and kickback!

● Adjustable Seating  
The seats are adjustable up to 13 cm.

● Easy Maintenance  
The board is conveniently located underneath the driver's seat facilitating easy maintenance.

■仕様 (2人用) 95-4887

外形寸法	W : 1,632mm D : 1,617mm H : 1,814mm
重量	21475kg
消費電力	AC100V 1.200W
画面	29インチモニター×2

PAT. PEND.

■SPECIFICATIONS: FOR 2 PLAYERS:

Outer dimensions:	W: 163.2 cm, 64.25 in D: 161.7 cm, 63.66 in H: 181.4 cm, 71.41 in
Weight:	Approximately 415 lb, 187.8 kg
Power consumption:	AC 100-240 V 1.000-1.852 W
Monitor:	29 inch monitor × 2

PAT. PEND.

GOOD QUALITY  
SECOND HAND  
UNITS WITH OUR  
STANDARD  
GUARANTEE AT  
ONLY  
\$29,950

# TIME CRISIS

## Sustaining HIT-and-HIDE



### STORY MODE

Rescue the daughter of the President kidnapped by terrorists!

System Super 22 produces incredibly beautiful, realistic stages.

### TIME ATTACK MODE

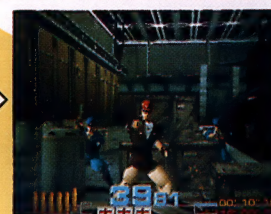
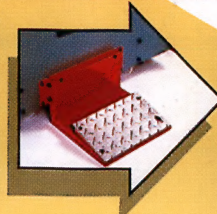
Compete your skill of quick shot!

A player suffers no damage in this mode and compete against a clock to clear one of 4 stages.

An innovative ACTION PEDAL enables players playing more tactical shoot-'em-out!



When the Action pedal is released;  
A player hides behind a cover (walls, poles, etc.) and reload the gun.



When the Action Pedal is STEPPED;  
A player dashes out from a cover and shoot enemies.

### Specifications

PCB:	System Super22×1set
MONITOR:	DX: 50 inch projector×1 SD: 29 inch monitor×1
DIMENSIONS:	DX: W1150×D2170 ×H2180 (mm) SD: W780×D1120 ×H2140 (mm)
WEIGHT:	DX: 280kg SD: 153kg

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.



2x Underfire 2p shaking guns	\$4800
Virtua Cop 1 40" NRI mech, high security door, excellent condition	\$16,000
Virtua Fighter 2 complete, decals etc	\$5000
Virtua Racer twin, elec mechs	\$12,000
Wack-a-Gator with ticket dispenser	\$11,000
Vidikron Wall Projector 33" to 120"	\$7000

PHONE MAARTEN OR ALEX 09 524 5773

PCBS FOR SALE

Tetris Plus A&B Boards	\$2250
Mortal Kombat 3 Ultimate	\$3250
Virtua Fighter 2 26" dedicated	\$10,500

PH ALF PIVAC 09 434-3439

FOR SALE

Addams Family Pinball	\$3000
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PH PETER 025 751 067

FOR SALE

Street Fighter Alpha (B)	\$1250
Mortal Kombat 3 Ultimate	\$3250
The owner of an established Laserstrike centre in South Auckland wishes to sell his business as a going concern. The business operates 15 guns in working order. Price \$105,000.00	

PH JOHN 09 298 1100

PCBS FOR SALE

18x Taiwan PanFun 28" Cabinets with 20c mechanical coin mechs. All in excellent condition with PCBs	
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BULK PRICE	\$35,000
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PH TOM TUNG 09 537 4982

FOR SALE

3/4 Quantum Pool Table with electronic coin mech, slat top and blue cloth, as new	\$4000
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PH GRAHAM 09 846 6446

FOR SALE

3/4 Super Pool Table with blue cloth and no coin mech, as new	\$3500
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PH JOHN FRIS 025 930 131

PCBS FOR SALE

Armoured Warriors (B)	\$650
Dark Stalkers (B)	\$650
Karate Tournament	\$420
Lethal Enforcer Kit	\$1975
Lord of the Gun	\$1000
Major Title	\$450
Mortal Kombat 2	\$900
NBA Jam TE	\$1750
Shinobi	\$175
Sky Kid	\$100
Spinal Breakers	\$75
Street Fighter 2 CE	\$450
Street Fighter 2 Hyper Fight	\$350
Street Fighter 2 Turbo (B)	\$590
Tekken	\$1600
Vapour Trail	\$350

X-Men (B)	\$1200
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DEDICATED FOR SALE

Cyber Sled 26" twin sit down	\$9000
Exhaust Note 26" twin sit down	\$9850
Grand Prix Star 26" twin sit down	\$8950
Dedicated 25" Lethal Enforcer cabinet	\$4400
Revolution X 25" dedicated cabinet	\$5990
Virtua Cop P-Type 40"	\$18,500
Virtua Racer 26" twin sit down	\$14,500
Winning Run Deluxe Mover	\$5900

NEO GEO FOR SALE

3 Count Bout	\$100
8 Man	\$100
Alpha Mission 2	\$150
Art of Fighting 2	\$150
Double Dragon	\$400
Fatal Fury	\$100
King of Fighters '94	\$400
King of the Monsters 2	\$200
Mutation Nation	\$100
Ninja Commando	\$100
Pulstar	\$400
Robo Army	\$100
Samurai Shodown	\$250
Samurai Shodown II	\$400
Soccer Brawl	\$200
Thrash Rally	\$100
Top Hunter	\$100
World Heroes	\$100
World Heroes 2	\$100
World Heroes Perfect	\$300
Zed Blade	\$100

PH BEVAN 09 525 0200

FOR SALE

Coin operated fibreglass wishing wells. Site at similar locations where kiddie rides are popular. Share collections with the charity of your choice. Better than vending, no power, no stock, no moving parts, easy to transport. Proven consistent profits. Operate anywhere outside Auckland central. Suit purchaser in middle or lower North Island or South Island. NZ registered design rights for sale, plus 20 unsited wells, plus you own and control all future manufacture and sales (units can on-sell for \$1500 each). Wishing wells earn better than \$1200 average pa each, with over 50% nett profit to operator. 30 minutes per month makes for a great part-time business opportunity with big growth potential. PRICE \$21,000

PH GRAHAM 09 846 6446

FOR SALE

21 older video machines on one site in central Auckland. All in excellent order with good security. Location owner satisfied with range of games although scope for a few new items. \$15,750

PH GRAHAM 09 846 6446

# DEDICATION IS THAT WHAT YOU NEED?

Is the line between LBE and dedicated video becoming blurred?

Many observers still see direct comparisons between the largest of the dedicated, networked coin-op releases and LBE. So what exactly are the key similarities and differences between the two?

**LOCATION** Based Entertainment (LBE): This translates as networked motion or non-motion simulation pods, employing varying degrees of immersion for the player and incorporating special displays plus strong theming. The game environment is a multi-player arena with the emphasis on longer experiences (10-20 minutes), and games are detailed to the point that players are briefed on game controls and aims before the action commences, getting a breakdown of their performance at the end.

**DEDICATED** Amusement Systems (DAS): These take the shape of either twin cabinets or individual cockpits linked together to provide a single playing experience. On-screen competitors - often racing cars or motorcycles - that would normally be computer-controlled have actual players in the driving seat instead, increasing the immediate impact and the sense of rivalry.

Is there any real difference between LBE and DAS? The length and immersive quality of the gameplay are the things that really separate the two. A single play on the DAS lasts around three minutes while these games also have a much shorter life-span. Successful new releases ride a wave of popularity, but once players have mastered the game, interest drops off. With LBE on the other hand, the main entertainment for players lies in the team approach, with appropriate theming and loyalty schemes adding to an experience's longevity. But do not be fooled - a poor LBE game can often be more transient than the best DAS.

**WHICH** option requires more room, DAS or LBE?

This really depends on how heavily an operator chooses to theme the

location concerned. Some of the new urban entertainment centres, with their separate Driving Zones and Combat Zones, place greater weight on effective theming, and this, of course, is a space hungry approach. However, because of the need to fully immerse players in the game environment LBEs take up even greater space - although the longer gameplay and the higher playing fee usually serves to even things out in the end.

**ARE** DASs becoming LBEs, or vice versa. One threat developers of LBE face is the possibility that one day the larger amusement manufacturers will build their own concept that will directly compete with LBE. To date only products like Namco's Galaxian3, Konami's Road Rage, and Sega's R360 and AS1 have signaled the amusement manufacturers' interest in establishing a presence in traditional LBE territory. Namco went as far as buying into Magic Edge to evaluate the market, and only time will tell if Sega, Namco, Taito or Konami will take a similar interest.

**WHICH** provides a faster return on investment? The bottom line is: which machine will make you richer, quicker? Amusement machines are a familiar and proven concept, but LBE is still uncharted water for many operators and brings with it a series of potential difficulties. At the simplest level, a good LBE system can sit in a venue and continue to achieve 30-40 percent usage long after an operator has seen two top dedicated machines come and go. However, balanced against that is the fact that the larger theming emphasis and foot-print required means that an LBE turkey will cost the unfortunate operator dear.



ALL PRICES IN THIS MAGAZINE ARE EXCLUSIVE OF GST





**Cruisin' USA**

*An incredible road trip with no end in sight*

**Great for Street Locations...**

"Cruisin' USA is one of the rare games that location owners are calling me to get before I've even told them about it. The word is out about the incredible long-term collections."

**Alan Hiller**  
Musical Moments, Inc. - Bronx, New York

"Cruisin' USA is a unique driving game at a reasonable price. The different courses and buy-in option help to make it a game that attracts a broad range of players. For these reasons and its longevity of earnings Cruisin' USA is a must have for any location!"

**John Bailon**  
Southern Hills Golf and - Stanton, California

**Successful for Arcades...**



Prepared by WMS Market Information and Analysis, 4/90 Source: WMS Test Program

Cruisin' USA Single and Linked Games at 3 Test Arcades

**Nintendo** **DCS**

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.



Cruisin' USA™ is a proven winner in the competitive collections race. After almost two years, earnings are still accelerating with no sign of slowing down. And the demand for Cruisin' is at an all-time high. So, if you want a game for any location that gives you maximum mileage for your money, pick Cruisin' USA.

**MIDWAY**  
Midway Manufacturing Company  
A subsidiary of WMS Industries Inc.

# CLASSIFIEDS

## FOR SALE

Defender 26"  
Galaga 20"  
Bombjack 20"  
Moon Patrol 26"  
Robocop 26"  
Speedrace 28"  
Thunderbolt 20"  
Champion Sprint II 25"

## PINBALLS FOR SALE

Addams Family	\$2900
Black Rose	\$1900
Creature	\$2200
Dr Who	\$2400
Fishtales	\$2400
Getaway	\$1800
Party Zone	\$1800
Terminator II	\$1800
White Water	\$2400
Twilight Zone	\$2900
Bride of Pinbot	\$1300

## PHONE 04 387 9324

## FOR SALE

Virtua Fighter Remix (for Sega STV)	\$400
Cyber Cycle twin 26"	\$28,000
Mortal Kombat 3 Ultimate 26"	\$5000
Revolution X 26"	\$5900
Title Fight 26"	\$8000
T-Mek twin	\$14,000
Virtua Cop P-Type	\$17,000
Virtua Racing twin	\$14,500
Cruisin' USA DX	\$30,000
Metal Hawk	\$8000
Dirty Harry	\$3500
Flintstones	\$4500
Indy 500	\$6500
Johnny Mnemonic	\$6500
Judge Dredd	\$3300
No Fear	\$6500
Road Show	\$4500
Star Trek	\$2750
Twilight Zone	\$3000
Cracky Crab	\$7500
Flintmobile	\$3000
Killer Instinct	\$3000
Major Title 2	\$500
Mortal Kombat 2	\$900
Toshinden 2	\$1600

## PHONE 03 477-6541

## FOR SALE

Lethal Enforcers 26" ded upright	\$4950
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## PH KELVYN 025 320 565

## FOR SALE

Twin Final Lap 3	\$6800
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## PH 03 338 1411

## PINBALLS FOR SALE

Indiana Jones  
Party Zone  
Gilligan's Island  
Twilight Zone  
Star Trek  
Addams Family

## Make An Offer

## PH CRAIG 025 440 680

## LOGIC BOARDS FOR SALE

1x Armoured Warriors (B only)	\$300
Dungeons & Dragons 2 (B only)	\$600
1x Gun Bird	\$500
2x Killer Instinct 1 PCB	\$3500
1x Macross	\$450
4x Mortal Kombat 1	\$850
1x Mortal Kombat 3 Ultimate	\$2200
2x NBA Jam Tournament	\$1200
4x Street Fighter CE	\$350
5x Street Fighter Hyper Fight	\$350
5x Street Fighter Super Turbo (B only)	\$750
3x Street Fighter II	\$230
1x Street Fighter The Movie	\$100
1x Street Fighter Alpha I (B only)	\$1050
1x Tekken 1 (loom & mylar)	\$1500
1x X-Men (B only)	\$1200

## CABINETS FOR SALE

Red Uprights 26" video game cabinets, electronic coin mechs in exc cond \$2000

Red Lowboys 26" video game cabinets NRI coin mechs in excellent condition \$1800

## PINBALLS FOR SALE

Addams Family	\$5000
Dirty Harry	\$3000
Indiana Jones	\$3500
The Flintstones	\$4800
The Shadow	\$4800

## DEDICATED FOR SALE

Cruisin' USA DX full motion, excellent condition \$34,000

Drug Wars 50" & consol (laser disc very reliable) great graphics \$11,000

Gun Fighters (Lethal Enf. 2) 26" \$4800

Indy 500 39" exc con twin driver \$35,000

Killers Instinct 26" complete \$5700

Laser Kits (Mad Dog 2, etc ...) \$2500

Lethal Enforcers 2p gun game 26" cabinet, NRI mech excellent condition \$3800

Lord of Gun 25" electronic mech \$2500

Mortal Kombat 3 Ultimate comp 26" \$5050

NBA Jam Tournament grey 26" electronic mech & decals \$3500

Revolution X 3 guns full decals etc \$7000

2x Suzuka 8 Hours 2 twin motor bikes excellent condition \$16,000





# GAME PREVIEWS

## SHOCKING LAUNCH FROM STRAYLIGHT

**S**TRAYLIGHTS 3D.XTC has launched After Shock in which hundreds of thousands of adults across the US set out on a mission to find a buried spaceship.

The adventures cross smoldering lava rivers, extinguish flaming boulders and unfold a pyramid prize in the quest. One of the sophisticated components of the 3D.XTC system is a high resolution Virtual Reality headmounted display.



## JALECO ENTERS THIRD DIMENSION



**S**UPER GT 24 Hours represents Jalecos long awaited move into the 3D graphics arena.

The game is based on a 24-hour endurance race and introduces a damage meter feature which players use to judge the timing of their pit stops.

One of the games attractions is its car engine sounds, which simulate the roar of a Ferrari 348 Challenge and a Porsche 911.

Players can select from four different car models and there is a choice of short and longer course.

## GAELCO PUTS ITS FOOT ON THE PEDAL

**S**PEED Up is Spanish video game developer Gaelco's first foray into 3D graphics technology.

The new release, which can be linked for four players, is a sit-down driving game available in three models: single, twin and deluxe.

Players get to choose from three courses: Barcelona Down-Town, for beginners, the advanced player's Twisting Rock & Road and the Tex-Mex Circuit for behind the wheel experts.

The players best lap, last lap, and

speed are all shown during the game.



# PROP CYCLE

## ON THE WINGS OF AEOLUS...

PROP CYCLE REALISES THE HUMAN DREAM...  
..TO FLY ON THE WING.

SPECTACULAR GRAPHICS AND SIMPLE GAMEPLAY  
WILL BE ATTRACTIVE AND APPEALING TO ALL PLAYERS.



### SPECIFICATIONS DX

PCB:	System Super 22 PCB
DIMENSIONS:	W1150 x D2410 x H2290 (mm) (including signboard)
WEIGHT:	590kg

THE ABOVE SPECIFICATIONS MAY BE SUBJECT TO CHANGE



## GUNBLADE - SEGA



**B**IG guns. That's all that matter in this game. Two of them to be exact. The game has the player taking on the role of gunners on a special anti-terrorist helicopter gunship named, surprisingly enough, Gunblade.

Using the same rather cool guns from the Alien 3 game, the game has different perspective on-screen to most shooting games. As play is coming from a moving

helicopter, obviously the view is mostly looking down on the enemy from the air but not too high up too make play difficult. The game often zooms you in and out of various scenes whence the bloodletting can commence. Kill blokes on foot, blokes in cars, blokes on trucks and most likely, blokes in other helicopters, although I don't know as I didn't get very far.

All very reminiscent of Virtua Cop, the game uses the same kind of graphics so Gunblade seems familiar and easy to get into, which it is.

Okay, so we're talking Virtua Cop, from an angle, with larger guns, with unlimited bullets. What more could you possibly ask for?

## WILLIAMS

**W**ILLIAMS is the launch its first multi-player countertop game for bars and cafes this month, says the company's coin-op chief, Joe Dillon. And also new from Williams is the Safecracker pinball which dispenses tokens.

Both games are released as a result of Williams taking a keener look at the way the market is moving. "We have designed some new features, a smaller cabinet, smaller board game and disposable tokens, he said. We have also produced collectable tokens in 20 different images; these can help operators to hold one day tournaments. Tokens could be redeemed where the law permits this."

Business has been particularly strong in Asia for Williams/Bally/Midway, said Mr Dillon. Korea, Indonesia, China and down to Australia have all been good, but with only

'limited' success in Japan. "Cruisin" has been a roaring success in every country, except Japan," he said.

"However Japan is a huge market, with great potential, and we will continue to try to infiltrate this. To do this we have to make games which fit that market."

Williams' Killer Instinct 2 has been strong while the new NBA Hang Time and War Gods, the first true 3D game is now shipping. In pinball William's has at least 70 percent of the international market and the new Mars Attack pinball is the "finest pinball since the Addams Family."

Other new "off-shoot" games are in the pipeline in addition to the classics, said Mr Dillon: "We have been in the business for 50 years. We know we cannot rest on our laurels and try to lead the market with innovative ideas.

## NEXT SEGAWORLD SET FOR PARIS

**W**ITH Sega's first European indoor theme park, Segaworld Trocadero, due to open in central London this August, the company has now secured its second site.

The follow-up Segaworld location will be in Paris, but information on precise location and timing is currently unavailable.

"I really can't tell you where it is or give you any other details at present", commented operations and development director Peter Searle. However, he confirmed that Paris was the location and added that Sega was also looking

at other potential sites around Europe.

Sega is investing \$NZ100 million in the London Segaworld which is on six floors and covers 10,219 sq m of the Trocadero leisure complex on Piccadilly Circus. The new site has been modeled on Sega's Joypolis centre in Japan and will include six large-scale themed attractions, four of which have never been seen before.

Segaworld Trocadero will also have around 300 to 400 coin-operated machines.

# GAME PREVIEWS

## FORTUNE TELLERS



**C**INDERELLA Magic is a dedicated fortune telling game from Taito which follows the popular trend in Japan. Players of different sex operate the game and answer basic questions set by the software which produces a digitised

picture of the two players and then show how their offspring would look.

## SKULL FANG

**A**VAILABLE exclusively on Data East's own Motherless Cassette system, Skull Fang is a vertical scrolling strategic shooting game.

Using a joystick and three buttons (not included as yet) players use a multi-speed throttle to control aircraft speed and to learn secret commands. Players can choose from four different aircraft and fighter pilots to play on six different levels.



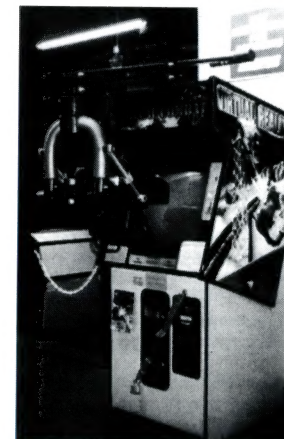
## MIDNIGHT RUN

**K**ONAMIS Midnight Gungame in twin format is coming off the European production lines right now and will shortly be available through official distributors. The game features a sports car race.

## VIRTUAL COMBAT ZONE

**T**HIS self-running virtual reality video is a fighting game based on the Persian Gulf War. Players begin by viewing the game action through an air-conditioned visor complete with LCD display and dual speakers. As helicopters, combat soldiers, ground bunkers, etc emerge on the scene, the player controls his tank through his movements while shooting missiles and machine guns via dual hand controls to destroy the enemy. Working his way through mission after mission (there are 15 in all), the player extends gameplay for each successful operation he completes. Realistic sound effects (player hears headquarters' instructions) boom through the visor speakers, as well as the two external game speakers, to add excitement.

Offering an immersive experience, the visor mech turns 360 degrees to the right and left, and 90 degrees up and down. Player can even "play" with his back to screen, although onlookers are able to view game action on the 25" video monitor. Other features are four skill levels and 15 game variations, all operator-adjustable. Game variations are set to modify amounts of artillery and levels of activity (more of less 'copters etc..).





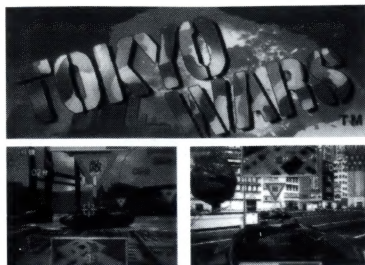
# GAME PREVIEWS

## NAMCO TOKYO WARS

**T**HIS is a new tank game where players drive armoured tanks through the streets of Tokyo. In the 50" screen version, the driver's capsule move on impact or when the tank canon is fired. The game is based on the Super System 22 PCB with link capabilities of up to 4 units. It is seen primarily as a major location

game where there is space available to justify the linking of up to 4 stations.

Texture mapping graphics gives a very high degree of realism which clearly identifies various Tokyo streets. In the 4 player link version, the game presents a very exciting experience.



## NAMCO VICTORY LAP

**T**HIS is essentially a sequel to the previously successful Namco Ace Driver but with improved graphics and 3 individual courses for the player to choose from. The courses include the Serow Valley Circuit, Stream Field Circuit and Capital City Circuit, all with varying degrees of difficulty. Like Ace Driver, Ace Driver Victory Lap can be linked up to 8 stations and is available either as a dedicated game or a conversion for any of the Ace Driver models.



## NAMCO "PROP CYCLE"

**P**ROP Cycle realises the human dream to fly the sky freely on the wing. The cabinet houses a futuristic type cycle which operates a propeller allowing the player to fly with the aid of wings. This is simulated on the screen and the object of the game is for the player to knock out a series of balloons as he flies above the rivers and canyons. Each balloon displays a points value and those with higher points values are more difficult to hit. The game comes in 2 versions, 50" DX and a 29" model. Although this game is quite different, it will appeal to the type of player who enjoys "Alpine racer" and based on the success of that game Prop Cycle is likely to be a success.



## DATA EAST ENTERS NEO GEO TERRITORY

**D**ATA East has launched a new video cartridge system in direct competition to SNK's Neo Geo.

The MLC, or Motherless Cassette, constitutes two half cassettes which house a mother-board and a gameboard respectively. Once the initial purchase has been made, operators retain the motherboard cassette and slot in software cartridges as and when new games are released.

The system's features include 3D presentation, 32bit technology, eight sound

channels and shadowing and rendering capability. Two cabinets can also be linked for tournament play.

The first three games available on the MLC will be Hoops '96, Skull Fang and Cosmic Avengers. The company is also developing dedicated titles for the system, with the first release, a sports game, scheduled for June.

Commenting on the launch, Reymond Safft of Data East's European distributor Tuning said: "MLC will enable operators to get 3D graphics inexpensively."

## STRAYLIGHT

**V**R developer Stray-Light is undertaking a huge tour of the US in conjunction with distiller Jim Beam to promote its new drink After Shock. Over the next nine months, eight Pyramid of the Ancient Astronauts VR games, in which players must find the stricken astronauts to be rewarded with booze, will visit 45 cities and be seen at over 4,000 bars.



## CINEMOTION FLOATS AHEAD TO DEBUT DATE IN DALLAS

**U**K based simulator manufacturer CineMotion has attempted to raise over \$NZ2.5 million in capital in a share issue last month.

The company issued 4,200,000 ordinary shares at a value of 30p (45 cents) each to fund the development of a range of products which may include: a stand-up arcade game based on the CineMotion's licensed Flexator technology; a passive motion ride for use in cinemas and similar attractions; and a two-seater enclosed simulation capsule.

CineMotion is currently developing a single-seat simulator called CyberMotion

which it hopes to debut at the AMOA exhibition in Dallas, in September. Turner

Interactive is also expected to show a prototype of the CyberMotion seat at the E3 show in Las Vegas this month.

The company is also conducting an expansion and renovation project in Europe. The CineMotion theatre at Gatwick Airport is having its original prototype seats, in operation since 1993, replaced by AirRide seats, and CineMotion is

also considering installations in Prague and Brno in the Czech Republic.





# USA COIN-OP SURVEY 1996

	Family Entertainment Centres	Amusement Theme Waterparks	Other
Number of Respondents	22	19	5
<b>% OF FACILITIES WHICH PURCHASE AND SERVICE THEIR OWN COIN-OP MACHINES</b>	36%	47%	40%
<b>MEAN FACILITY SHARE OF REVENUE</b> (for facilities on a revenue share program)	50%	48%	52%
<b>MEAN # / MEAN % REVENUE GENERATED BY TYPE:</b>			
Video Games	30 / 31%	57 / 45%	20 / 18%
Pinball	6 / 7%	11 / 8%	26 / 12%
Redemption	24 / 65%	41 / 40%	5 / 33%
CD Jukebox	1 / 3%	2 / 3%	NA
Record Jukebox	1 / 4%	1 / 1%	2 / 2%
Darts	5 / 0%	2 / 0%	2 / 2%
Pool	6 / 5%	5 / 6%	5 / 12%
Other Table Games (Air Hockey etc)	2 / 7%	5 / 4%	4 / 11%
Other	4 / 8%	6 / 21%	24 / 90%
<b>MEAN % OF CUSTOMERS IN AGE RANGE:</b>			
Under 11 years old	30%	16%	6%
12 - 15 years old	31%	27%	28%
16 - 19 years old	22%	27%	32%
20 - 25 years old	10%	14%	14%
26 - 55 years old	7%	10%	15%
56 and older	0%	2%	5%
<b>MEAN COIN-OP REVENUE CHANGE FROM 94-95</b>	7%	2%	14%
<b>% OF FACILITIES IDENTIFYING FACTOR CONTRIBUTING TO CHANGE:</b>			
Local Coin-Op Legislation	0%	0%	0%
Local Economy	14%	26%	20%
National Economy	9%	11%	20%
Casinos	9%	0%	0%
Weather	18%	32%	0%
Lotteries	0%	0%	0%
Other	41%	32%	60%
<b>MEAN SQUARE FOOTAGE DEVOTED TO COIN-OP</b>	3,273 sf	5,805 sf	1,967 sf
<b>% OF FACILITIES WHICH ADD NEW COIN-OP MACHINES EVERY:</b>			
30 days	14%	32%	20%
45 days	9%	0%	0%
60 days	14%	0%	0%
90 days	9%	0%	0%
120 days	14%	21%	20%
Yearly	14%	16%	40%
Other	26%	31%	20%

# EVALUATING TRAINING THROUGH EMPLOYEE OBSERVATION

**O**BSERVATION is one method a trainer may use to determine if training has been successful. These tips will be especially useful to department heads and supervisors.

Observation is most effective from a distance. It is important that employees don't know they are being observed. When observing employees, look for specific behaviours that were taught in earlier training. Take notes on both the proper and improper techniques the employees are using.

Take time to observe the employees at several different times of the day over a period of at least a week. One bad day does not mean training was ineffective. Timing also should be considered. Did the employees just start a shift so they are fresh or have they just completed a 10 hour shift? Being tired doesn't make improper procedures okay, but it also doesn't indicate that the employees are unaware of proper techniques.

If you observe performance that is consistent with your training and consistently followed, then you have a good indication the employees know proper procedures and are following them. The productivity level at difficult tasks or during busy times also will help indicate how well trainees have learned the procedures.

If the employees are doing their work improperly and spot you (the supervisor) observing and seem to snap to attention, then you can feel confident they know the proper procedures but that they aren't following them. This may indicate a motivational or attitude problem rather than a skill problem.

If the employees are doing the work improperly and spot you (the supervisor) observing and don't snap to attention, then the problem may be more systematic. It may be that the employees don't know proper procedures,

or worse, that they may not care. Lack of knowledge means skill training (or retraining) is required.

Apathy means motivation is required. A supervisor or trainer can motivate employees through positive means such as rewards, bonuses, or prizes, or by negative means such as fewer hours, leave without pay, or dismissal.

To find out if poor work is due to lack of knowledge or lack of motivation, address the

subject with the employees. Suggest

that the procedures they are following are improper and watch for their response. If they employees are genuinely interested in doing the job correctly, they will show concern and ask for specific direction for improvement. If the employees don't show signs of caring, then set a timetable with them to resolve the problem. Let the employees know that continued poor work will result in disciplinary action. Dismissal may be required if performance is not corrected within the stated period of time.

If the employees make every effort to improve their work and still are ineffective, you may want to consider finding jobs that suit each individual better.

Keep in mind that poor performance doesn't always mean the employee has the problem. Poor training (inconsistent, ineffective, or incomplete) also could be a factor. Look for signs that most or all employees are struggling with the same issues. Maybe the

problem area is a subject or procedure that has changed or was added since the training program was designed and isn't even included in the training.

As a supervisor, observation is just one technique you can use to evaluate training. Guest comments, feedback from other team members, and productivity data also should be considered.







#### AUGUST 7-8

##### EXIME '96

World Trade Centre, Mexico City, Mexico  
Contact: Show Management  
Tel: +1 708 333 9292, Fax: +1 708 333 4086

#### AUGUST 14-16

FEC Asia '96/Theme Parks & Attractions '96  
Singapore International Convention & Exhibition Centre, Singapore  
Contact: AIC Exhibitions  
Tel: +65 222 8550, Fax: +65 224 6328

#### AUGUST 25-29

National Indian Gaming Association Annual Convention & Trade Show  
Colorado Convention Centre, Denver, USA  
Contact: Barbara Johnson  
Tel: +1 202 546 7711, Fax: +1 202 546 1755

#### AUGUST 26-29

Leisure & Sports/Leisure Boat Shanghai '96  
Shanghai International Exhibition Centre, China  
Contact: Genstar Advertising Int'l Ltd  
Tel: +852 2511 3868, Fax: +852 2519 9837

#### SEPTEMBER 1-3

Australasian Gaming Expo '96  
Sydney Convention & Exhibition Centre, Sydney  
Contact: Exhibition Management Pty Ltd  
Tel: +61 3 9646 4044, Fax: +61 3 9646 1828

#### SEPTEMBER 4-7

Second European Conference on Gambling & Policy Issues  
Golden Tulip Barbizon Place Hotel, Holland  
Contact: EASG  
Tel: +31 70 382 1425, Fax: +31 70 382 1672

#### SEPTEMBER 5-7

European Billiard Expo  
Maastricht Exhibition & Congress Centre, Holland  
Contact: Billiard News  
Tel: +43 6412 7635, Fax: +43 6412 763615

#### SEPTEMBER 12-14

JAMMA  
Nippon Conv. Centre, Makuhari Messe, Japan  
Contact: JAMMA  
Tel: +81 3 3438 2363, Fax: +81 3 3438 2721

#### SEPTEMBER 18-21

IAAPA Summer Meeting  
Myrtle Beach, South Carolina, USA  
Contact: IAAPA  
Tel: +1 703 836 4800, Fax: +1 703 836 4801

#### SEPTEMBER 24-26

International Leisure Industry Week  
NEC, Birmingham, UK  
Contact: Independent Exhibitions  
Tel: +44 1932 564455, Fax: +44 1932 560009

#### SEPTEMBER 25-27

Entertainment Industry '96 - Ukrainian Gaming & Amusement Exhibition  
Kiev Palace of Sport, Ukraine  
Contact: Company Informsys  
Tel/Fax: +380 44 446 8375

#### SEPTEMBER 26-28

AMOA Expo '96  
Dallas, Texas, US  
Contact: Fred Newton  
Tel: +1 312 245 1021, Fax: +1 312 321 6869

#### SEPTEMBER 26-28

Gameexpo '96  
Petofi Hall, Budapest, Hungary  
Contact: AveX-Team  
Tel/Fax: +36 1 140 2825

#### OCTOBER 1-3

1996 World Gaming Congress & Expo  
Las Vegas Convention Centre, Las Vegas, USA  
Contact: Gaming & Wagering Business  
Tel: +1 212 594 4120, Fax: +1 212 714 0514

#### OCTOBER 9-10

Association Leisure Preview '97  
Novotel, Hammersmith, London, UK  
Contact: Howard & Wikberg Associates  
Tel: +44 171 387 2021, Fax: +44 171 388 9663

#### OCTOBER 9-12

1996 Fun Expo  
Sands Expo Centre, Las Vegas, USA  
Contact: Bailey Beeken  
Tel: +1 914 993 9200, Fax: +1 914 993 9210

#### OCTOBER 10-11

FER-Interazar '96  
Federia Espanola Del Recreativo, Madrid, Spain  
Contact: Daniel Sarto  
Tel: +34 3 416 1466, Fax: +34 3 415 0095

#### OCTOBER 17-20

ENADA 1996  
Operative Centre No.4, Rome, Italy  
Contact: SAPAR  
Tel: +39 6 440 3686, Fax: +39 6 440 2718

# NATIONAL ROLLER COASTER WEEK

THE US Senate proclaimed June 16 to June 22 as National Roller Coaster Week. The resolution, which was passed on March 26, dedicates the week to the roller coaster, "a unique form of fun, enjoyed by millions of Americans, as well as people all over the world."

The year 1996 has been named as the International Year of the Roller Coaster by the International Association of Amusement Parks and Attractions, along



the 15th century; Whereas, in 1885, an American named Phillip Hinckle invented a steam-powered chain lift to hoist coasters to new heights and new downhill speeds; Whereas advances in technology and a renewed interest in leisure and recreation have meant a resurgence for roller coasters; Whereas engineers working with computers have been able to create the safest, most thrilling rides ever; Whereas there are an estimated 500 roller coasters worldwide, and more than fifty new projects underway in 1996; and Whereas the world's oldest existing roller coaster, Leap-The-Dips, is located at Lakemont Park in Altoona, Pennsylvania, and is currently being restored: Now, therefore, be it Resolved, That the Senate



with the American Coaster Enthusiasts. The year is filled with tributes to roller coasters across the world and other events to honour what is the ultimate ride of exhilaration. Currently, there are an estimated 500 coasters world wide with more than 50 new projects underway in 1996.

#### SENATE RESOLUTION 235

TO proclaim the week of June 16 to June 22, 1996, as National Roller Coaster Week. Whereas the roller coaster is a unique form of fun, enjoyed by millions of Americans, as well as people all over the world; Whereas roller coasters have been providing fun since





## TELEVISION, VCR, SPEAKER & MICROWAVE SUPPORTS

Unlike some other supports, the Pivotelli range of over 30 brackets are designed to suit New Zealand homes. They attach to a single stud (also suit block walls), and combine clean good looks and great strength. Some features include:

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# Piv•telli

# WAVE NET SCOOP

**A**FTER years of quiet, in-house R&D by Williams/Bally-Midway engineers under project leader Tony Metke, WMS is field-testing WaveNet, the Williams Action Video Entertainment Network. This modem-linked video network permits realtime, remote interactive gameplay. As now configured, WaveNet locations need pricey hardware setups (including, we're told, ISDN phone lines). Startup coast could run several thousand dollars per arcade installation, plus hundreds of dollars extra per individual game for a network-capable PCB. WMS has thought of downloading new game software and game

updates to 10,000 or more online locations for free (no upfront cost to operators) in return for a direct cut of each game's cash box.

WaveNet could run national tournaments with big cash prizes ... collect detailed player demographics ... and sell paid advertising on networked videos to giants like Reebok, Coke, Nike etc. R&D is complex and has gone slower than expected: plans had called for 200 arcades online by mid-1995. WMS (which is also helping develop AMOA's NANI project) awaits more test results before deciding which modem network to install on which of its games.





# NEO-NEWS

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

## NINJA MASTERS



**NINJA MASTERS** is the newest offering from SNK/ADK. **NINJA MASTERS** incorporates the best elements in graphics and gameplay from the plethora of fighters today.



Highlighted by a cast of ten anime style fighters, each with their own unique disposition of battle mayhem. As a new option, players can wage war with or without weapons, making for a plentitude of strategies and tactics.



An improved fighting engine brings forth quality gameplay with multi-hit combos that can devastate opponents into oblivion. Each slice of a weapon saturates the screen with unsurmountable arterial spray that all fighting game purists can appreciate. A title of this caliber can only be realized by the paltry 330 megs that courses through it's silicon veins.



## NINJA MASTERS

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**Lower N/I:** Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657  
**South Island:** Gary Walker Ph 03 338-1411 Fax 03 338-1410

# PROFIT BUILDERS

### BEGINNERS CHECKLIST (PART II): LEAGUE FORMATION

**F**OR league formation, collect all of your team rosters and create a league schedule and Team Captains contact list. Also collect a host location addresses & contact list. Give this to all Team Captains & the host location the team plays for.

Start creating this list early so you'll be ready for your first Team Captains meeting.

Once you know who your teams are - and where they'll be playing - invoice our sponsors for their sponsor fees. Do their early and follow-up until all fees have been paid. It is very difficult to collect these fees after the league is over.

### TEAM CAPTAINS MEETING

**T**HIS is where you explain all your policies, procedures, rules & the league. You may wish to invite the location representatives so they will also know what to expect from the league and its players.

Distribute the packets of information to the Team Captains with the intention of going through all of your information with them, one item at a time.

Be sure to explain the scoresheet, league rules, schedule and league procedures. The more questions you can answer here the fewer you'll be facing when league play begins.

It is the first league of its type for you and the players, you should also play a few games using the league rules and scoresheets. This will give you - and players - an opportunity to become familiar with the program.

### FIRST WEEK OF PLAY

- Visit the location(s) where your league is playing. Be available to answer players questions.
- Retrieve the scoresheets and weekly fees. Enter the information into your ledger or software programme.
- Prepare a statistical report and distribute it to show the players how they fared the first week of play.
- Begin your planning for the end-of-the-season banquet/awards presentation.

Although this is many weeks away you will need to make arrangements with the host and order your trophies in advance.

### END OF SEASON

- Prepare your final league standings report.
- Reconcile your league fees ledger and determine if any of your teams have failed to stay current with their dues.
- Prepare the league payout report and deduct any delinquent fees from the team's payout. The report should include all fees the league has

deducted from prize moneys, all weekly fees paid by the players (income) and the cost of trophies/awards that have been deducted.

### PARTING THOUGHTS

• Many of the things suggested here - and in the March/April issue - can and will be modified to fit the needs of you and your customers. A successful league administrator will be able to assess these needs and make adjustments and modifications to encourage continued support from the players and host locations.

Offering leagues to your customers should rank right up there with good service, routine maintenance, late model equipment and all the other things that make you a competitive businessperson.

Machines that are promoted will ensure a greater return on your hard earned investment. Developing a solid league program takes good old-fashioned work and commitment. This, in turn, will create loyalty from your customers - and their customers.

Once you've gotten your league program off the ground you might want to incorporate some or all of the items below into your lineup ...

- A league newsletter to inform your players and host locations of upcoming events, new promotions and outstanding accomplishments.
- League championships that are structured to reward your players for their commitment to your league.
- Fundraisers to assist players in their quest for state and national championship titles.
- League "secretaries" to assist in administering your program. Players are likely candidates and could be responsible for collecting and recording the weekly results in the league that they are responsible for.

They could be compensated by the other players or from league fees. This would especially be valuable in leagues outside your local service area.

• Individual Player Recognition Awards for feats achieved while participating in your league. These might include Most Improved Player, MVP, etc. Awards like these are typically available from national organisations for the exclusive use of their members.

• Local, state and national associations and sanctioning bodies are available for most forms of league sports. These organisations provide support, guidance and championship events for their members. Player and league sanctioning with these organisation can promote confidence among league members in your programme.



格闘ゲームの常識を越えた進化形。

注目の3D-CG

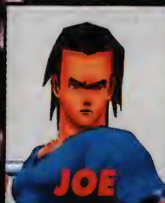
武器格闘ゲーム登場!!

Experience fighting taken to a new level! The latest in 3D-CG weapon fighting games is here!

武器を使いこなせ!  
覇権を制するカギはそこにある!  
Master your weapon and conquer the streets!



YUSAKU



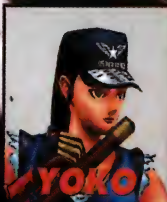
JOE



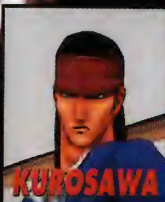
LISA



TOMMY



YOKO



KUROSAWA



NAGI



IZAMOKU

**LAST BRAWN**  
東京番外地

#### Story

In the summer of 199X, the young urban tribes are engaged in a non-stop battle for control of the streets. To bring the endless warfare to an end, it is decided that the tribe leaders will fight each other in a decisive one-on-one battle. That final battle is now about to take place... Who will gain control of the city? Will Tokyo finally be unified under one ruling tribe? The hour of reckoning is here...

- Utilizes the advanced CG graphic board "Model 2".
- 60 frames per second ensure smooth movement of nunchuks, ton-fahs, and other weapons.
- Choose from 8 characters, all dressed in the latest street fashion.
- An accurate reproduction of a real street scene in every stage.

**SEGA'S LATEST  
FIGHTING GAME  
AVAILABLE AS A  
DEDICATED UNIT OR  
IN KIT FORM**

## MID SUMMER LAUNCH FOR NEW NAME VR SYSTEM

NAMCO is to unveil its new virtual reality system in July at the launch of its new Sunshine Nanja town FEC on the outskirts of Tokyo, Japan.

The system uses a head mounted display developed by Olympus Optical Co and incorporates Namco's advanced computer graphics technology and 3D sensor system.

The mask can safely be used over glasses and relies on high speed ultra sonic and giro systems. This means players' movements coincide totally with the images on the screen.



The first game to be released on the system is expected to be Fire-Bull, a four-player fighter helicopter adventure.

Sunshine Nanja Town is Namco's largest FEC project to date and is set to cover 11,890 sq m of a major department store located in Tokyo's Ikebukuro suburb.

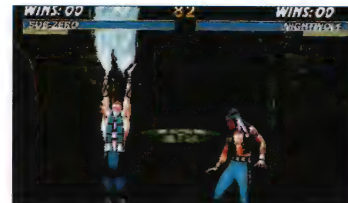
Commenting on the new location, Namco Cybertainment president and chief executive officer Kevin Hayes, said: "This venue will feature lots of unique products. It will be a real showcase for design and technology."

## MORTAL KOMBAT 4 DUE IN 1997

WMS Industries has earmarked 1997 for the launch of Mortal Kombat 4, the latest addition to the cult beat-em-up series.

According to sources at WMS, the game is currently on the drawing board and the R&D team is experimenting with a number of different technological systems before getting down to work on the project.

However, the coin-op rumour mill favours a 3D version of the game, given the company's recent move into the field of polygon



graphics.

WMS, which launched its first 3D game War Gods at ACME, has its own 3D capability but also benefits from a tie-up with Californian off-the-shelf 3D graphics company 3Dfx.

WMS is also preparing to ship out its latest pinball product, Arabian Nights. The game, which recently complete its test period, should hit European operations come time during this month.

## CAPCOM CENTRALISES R&D TEAM

CAPCOM has completed construction of an \$85 million R&D facility in Osaka, in a bid to centralise its research and development activities.

The company's research business was previously conducted from five different locations in the city, but all R&D staff have now relocated to the new premises.

The building, situated close to the company's head office, has a total floor space of 16,800 sq m, spread over 17 stories. Game development is carried out on two levels, with the other floors being used as board rooms and offices.

The land for the building is believed to have cost Capcom \$94 million.

Capcom is currently thought to be re-assessing its European strategy following a period of poor sales. It is also believed to be holding talks with Sega, said to be interested in a buyout.





# MANHATTAN JACK'S



**N**EW York, New York" was a big hit in the last decade for Frank Sinatra ... and by the looks of things, it will be a big hit this year and into the 21st century for operator Fred Milner as well. The Big Apple, circa the 1920s, is the theme for a classy new FEC called New York, New York which is planned for the Shangri-La Plaza in Manila, the Philippines. Fred's firm, Bondeal Ltd., and its local division Bondeal Philippines, have already opened phase one of the FEC: a beautiful, themed billiard boutique called Manhattan Jack's.

"I believe Manhattan Jack's is the best location of its kind in the Philippines, and possibly the best in all of Asia," Fred stated proudly. "Black-and-white wall mural depict scenes from classic movies of the period, and this elegant colour scheme is visually echoed in a checkerboard tile pattern on the floor. Our theme is enhanced with very good looking equipment as well.

We're using top-of-the-line Dynamo Top Brass pool tables whose black legs and sidings are fitted out in brass trim with royal blue felt. Above each pool table, three handsome brass lamp fixtures hang down for proper illumination. We have pretty female attendants who are available to help new customers learn the game, chalk cues, rack balls, and so on. The attendants are attired in striped shirts, braces and bow ties. The whole place looks like it is taken right out of New York, New York in the 1920s."

Explaining how billiards will support the larger FEC concept, Fred told us: "The hall is an intrinsic part of our centre where dads can relax while the children play on the many other attractions in our FEC. The pool hall is for adults only, no smoking. We will be aiming at running corporate leagues which will support the hall during slack times." he added.

# SPECIALS

## COIN COUNTER

6 DIGIT - 12 VOLTS  
SLIMLINE FITTING

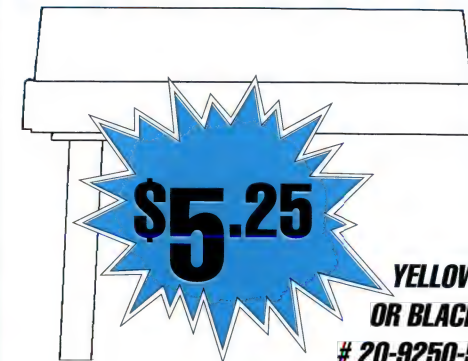
**\$7.90**



## FLIPPER & SHAFT

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YELLOW  
OR BLACK  
# 20-9250-5



## OPTICAL GUN

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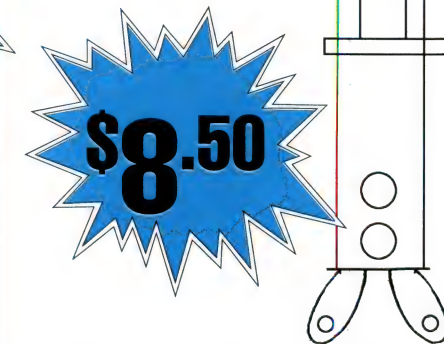


Ideal for gun replacement for Lethal  
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## TARGET BLUE

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ALL PRICES IN THIS MAGAZINE ARE EXCLUSIVE OF GST**



# TECHNICAL UPDATE

## GUN TYPE GAMES

### AREA 51, VIRTUA COP & GAMES USING LAI GUN PCB IE MAD DOG

#### POOR RANGE & SENSITIVITY

The following modifications have been suggested and tested by Peter Elsley (SA).

#### MOD A:

Area 51 Guns

The transistor 2N3904 (Q1) needs to be replaced with a BC184L, which will give the gun an increased range (refer circuit 1).

#### MOD B:

The resistor R3 (620R) between pin 3 of the LM311 and the 5V rail should be removed and a Germanium diode 0A47 fitted between pin 3 and pin 2 of the LM311 with the polarity as shown in circuit 2.

This modification clamps the reference level to 0.6V below the signal level irrespective of the transistors gain and automatically compensates for temperature drift.

## DAYTONA TWIN SEAT RAILS

The original seat rails used by Sega in their Daytona Twin.

Seat Rail Left P/No 601-7493  
Seat Rail Right P/No 601-7494

were found to be inferior and often required replacing.

Sega improved the seat rail on their Rally Champ Twin, Indy Twin with the designed part numbers:

Seat Rail Left P/No 601-7942  
Seat Rail Right P/No 601-7981

when ordering seat rails for Daytona Twin use the above part numbers.



# New Zealand News

**I**n July we will release the following products:

Neo Geo Ragnagard  
Lucky Carnival - dedicated canon game  
NBA Hang Time  
Jet Wave - dedicated 50"  
Killer Instinct 2 kits

In addition we will have stocks of two great earners:  
Daytona twin - second hand units  
Sega Rally twin - brand new

**N**EW games available ex stock:

Time Crisis, Virtua Cop 2 upright  
Attack from Mars, Neo Geo Metal Slug, Neo Geo Ninja Masters

Area 51 kits, Fighting Vipers kits, Dungeons & Dragons 2 kits, Soul Edge 1

**I**t is clear now that the gaming industry has managed (after a number of years lobbying) to get the government to introduce new regulations increasing machine numbers to 18, payouts to a maximum of \$1500 and giving the player the option of inserting high denomination coins and notes. This will mean an upswing in publicans interest in gaming machines for the rest of this year. Operators should be aware that this will place pressure on room available in some locations but that the return to the publican is still much better from a driver (a real percentage) than from a gaming machine at only \$60 +GST per unit.

The new regulations come into force on 1 August.

#### AUCKLAND

**V**IDEO pictures taken from the Stages TimeOut cameras helped to finally identify and lead to the arrest of thieves who helped themselves to a number of game pcbs earlier on this year. Kevin Grundy was happy to report that as well as a number of pcbs the suspects also seemed to be involved in a range of other illegal activities and police will have a choice of charges to choose from.

**N**ORMA Cummings recently had a number of keys stolen from a locked van and would like to get these returned. Chances are that the thieves will try these in a number of machines and if any operator does locate them please contact Norma.

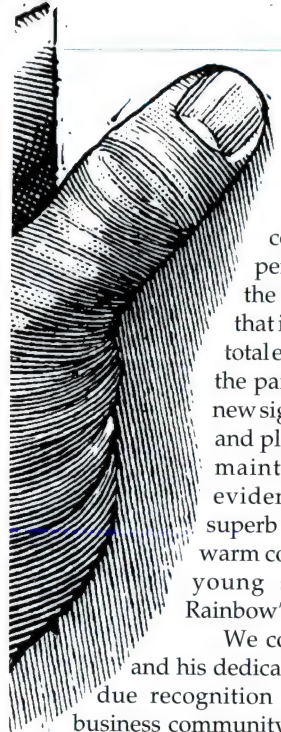
**A**t the recent 1996 Westpac Business Excellence Awards, Rainbow's End was the recipient of two awards:

1) Best New Attraction or Promotion - with the judges citing the new Goldrush attraction themed around a Waihi Goldmine at the turn of the century. This is the first roller coaster style ride designed and built in NZ by Nzers ...  
"all the people leaving the ride had smiles on their faces."

## "ASK ABOUT OUR FINANCE OPTIONS"

**Auckland/Northland:** Bevin Fisher Ph 09 525-0200 Mobile 021 622-319 Fax 09 525-0250  
**Central:** Robert Briggs Ph 07 346-3783 Mobile 025 946-724 Pg 0508 888-777 Fax 07 346-3784  
**Lower N/I:** Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657  
**South Island:** Gary Walker Ph 03 338-1411 Fax 03 338-1410





2) Overall Excellence in Tourism - with the judges commenting as follows: "Rainbow's End, an operation committed to continuously enhancing its performance. But it's not just the new attractions and rides that impressed the judges. The total environment made visiting the park a pleasure, there were new signs, excellent landscaping and planting, high standards of maintenance and no litter evident. The staff provided superb customer care. The very warm courteous and enthusiastic young staff make a visit to Rainbow's End a top experience."

We congratulate Craig Barnes and his dedicated staff on receiving the due recognition of their local city and business community for their efforts to keep Rainbow's End as NZ's premier Theme Park.

**T**HE Harrahs Sky Tower is still only 217.40 metres (713 feet) above ground level as the last month has seen the external sliding boxing removed, safety rails installed and the pouring of intermediary concrete floors.

**A**UCKLAND Coin Machines with the "Afflicted with the Most Cursed Machine" award for June after their experiences with a 50" Virtua Cop 2. The architects at Highland Park were responsible for the lower doorways which meant the machine couldn't be wheeled into place as normal, instead it had to be dismantled to get it into the room. After one days operation the projector died a premature death which meant the projector and cabinet had to be returned to Christchurch for repair. The replacement cabinet did not make it to the site because a taxi truck driver who did not tie his load securely, resulting in a badly damaged un-useable cabinet arriving on site. Alex is hoping that the familiar saying 3rd time lucky will apply this time around!

**T**IM Puka one of the technicians from Auckland Coin Machines recently achieved a landmark company score of 78 over 18 holes of golf. With an improving handicap

like this, it can only be a matter of time before the likes of Greg Norman and Frank Nobilo get to rub shoulders with The Great Tokelauan Shark.

#### HAMILTON

**C**ONGRATULATIONS to Tony Stollery on his new "Ezi Coin" coin dispensing machine. This change machine incorporates three hoppers, printer and after recent trials, over \$1 million of these units have been bought by Lion Foundation for their gaming operation.

#### ROTORUA

**P**EOPLE are being warned to stay away from the abandoned multiplex cinema building in the central city while urgent action is taken to make the building safe.

The Rotorua District Council had moved the Pukuatua Street bus stop and blocked the area because panels, weight 100kg, cladding the building were in danger of falling off, Rotorua mayor Mr Grahame Hall said.

The danger to the public was exposed earlier in the week by occupational health and safety officers.

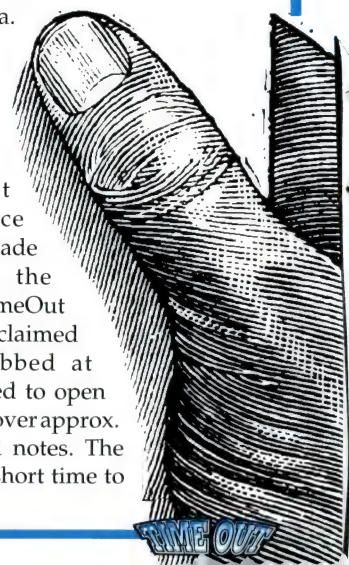
The Multiplex building has been empty since early 1994 when the ill-fated project folded.

#### OHAKUNE

**I** hope that by now the ash flow and eruptions have subsided and that Karl can concentrate on serving the influx of skiers that really make this area hop over winter. Certainly the timing was not good for local business in this area.

#### WELLINGTON

**O**N Saturday 15 August at 3am a call was received at Wellington Police Station from an arcade attendant at the Courtenay Place Time Out Leisure Centre. He claimed to have been robbed at gunpoint and forced to open the safe's and hand over approx. \$6000 in coins and notes. The Police took only a short time to



## HOW TO ASK GOOD QUESTIONS

To get employee feedback:

- **Avoid questions** they can answer with "yes" or "no" (at times, of course, that may be all you want to know).
- **Get them to think** before they answer by starting the questions with "where", "what", "when" or "which".
- **Invite them to speak freely** by beginning a question with "How do you feel about ...?"
- **Try to avoid** asking "why" questions,

which tend to put employees on the defensive. Example: Don't say, "Why did you do that?" Instead say, "I don't understand the reasoning behind your choice. Could you explain it to me?"

• **Realise that** starting a question with "you" also implies criticism. Example: "You aren't asking for another deadline extension are you?" Better: "How do things look for meeting the deadline?"



11-13 AUGUST 1996 • NZ EXPO CENTRE

• GREENLANE • AUCKLAND

## WHY YOU SHOULD BE THERE

Coin Cascade Ltd, Quantum Leisure, Time Out Leisure, Magenta Coin, Auckland

Coin and Spactect Coin will be combining to display a number of new and innovative amusement products. Take the opportunity to visit our stand at this excellent venue and to see what the future will offer.

## INTERNET ADDRESSES!

AAMA ..... <http://www.coin-op.org.com>  
 AMOA ..... <http://www.amoa.com>  
 Acclaim ..... <http://www.acclaimnation.com>  
 APPA ..... <http://www.budweiser.com>  
 Amer.Sammy ..... <http://www.sammyusa.com>  
 Am.Con. .... <http://www.amusementconsult.com>  
 Atari ..... <http://www.pathfinder.com/twi/area51>  
 Betson ..... <http://www.betson.com>  
 Capcom ..... <http://www.capcom.ms.www.com>  
 Deith ..... <http://www.deithdist.com>  
 FEC Connection ..... <http://www.funone.com>  
 50th State Coin-Op ..... <http://www.gamegod.com>  
 Randy Fromm ..... <http://www.thegroup.net/-aim>  
 Happ Controls ..... <http://www.happcontrols.com>

IAAPA ..... <http://www.iaapa.org>  
 IAFEC .. <http://www.funone.com/assoc/iafec.htm>  
 James Indust. .... <http://www.james.intl.com>  
 Konami ..... <http://www.konami.com>  
 Micro Man. .... <http://www.mirco.hotcc.com>  
 RePlay Mag ..... <http://www/replaymag.com>  
 SNK ..... <http://www.neogeo-usa.com>  
 Sega ..... <http://www.segaoa.com>  
 Skillgames ..... <http://www.skillgames.com>  
 Two Bit Score ..... <http://www.twobit.com>  
 Vennet ..... <http://wave.sheridan.wy.us/~jtucano/index.html>  
 Video Connection ..... <http://www.ns.net.vc>  
 W/B/M ..... <http://www.wms.com>



# ACCOUNTANTS CORNER

**T**HE major influence on your ability to achieve your goals, is how you set and manage your priorities. This applies equally to your business or your personal life.

Set your priorities. There is the classic bind between work and play with additional complications if you have children. When work conflicts with some big event in your children's life, what happens? You make a spur of the moment decision which results in hurt feelings, or poor productivity. Either way you are disappointed that you could not accommodate on conflicting demands.

The solution is longer term time management. Budget your time. Set time aside each day for specific activities, and stick to that time budget. For example, no business calls after, say 7.00pm. Allocate half an hour exclusively to your spouse after work and allow no interruptions from kids or anything - very hard with young children. They need lots of attention too.

Choose the right priorities. There are too many responsibilities and opportunities for you and your family to do everything. Spend ten minutes at night allocating the next days tasks, and review this the next morning. Don't make the list too long or you will not achieve enough of it to feel you have succeeded in the day. But don't spend forever on the daily tasks. Remember your monthly and annual goals.

Complete each task so it doesn't distract you by hanging over your head. Do

the difficult jobs first - they may even not be as difficult as you imagined. But don't get so tied up in the big jobs, that the small ones are neglected. Complete a large or difficult task in the morning as use the afternoon to tidy up the small ones, or vice versa.

How you work is as important as your personality. People with sensitivity courage, and other key attributes may have an advantage but how you structure and manage your work will have a greater effect on your success. Change your habits, it's easier than changing your personality.

Define the task - What to do, how you intend to do it, the results you expect, and make sure those with whom you work, work in the same fashion. Ask those with whom you work for ideas, and keep asking.

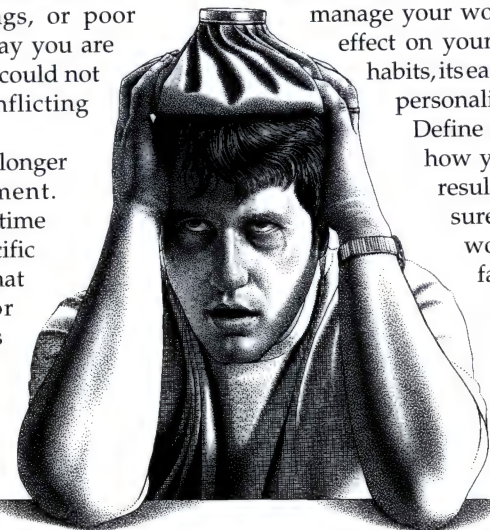
Acknowledge their input, whatever you may think of it. Know where to obtain expert assistance and use it.

The more experts you can call on, the easier your job can be.

Facilitate the work of others - by encouraging them to use their own unique abilities, but watch them to ensure they get the job done on time. Don't take control, and leave them no input. Do take responsibility for the results.

Compliment your staff for work well done - as for opinions on the job and its execution. Don't put down those who disagree with you or you will stop any feedback that is seen to differ from the "party line".

By Nigel Wooding



come to the conclusion that there was no outside robber, only a very nervous and guilty looking arcade attendant involved. Later that day a search was made of the private hotel across the road where the attendant shared a room with two others. They discovered all the stolen money stashed in the ceiling above the showers. Well done our police force. Consequently all three roommates admitted to the crime, TimeOut got their money back and the robbers are now facing multiple charges for which we hope they will be firmly dealt with.

**K**EN and Cainen, two of Spacetec Coins tec's are holidaying in Gisborne at the moment. While there they have been doing a bit of deep sea fishing off John Bain's (Take Time Arcade) launch. No doubt the fish tales will soon start filtering back to Wellington where everyone else is knee deep trying to hold things together. Ken's first job when he returns is to find a replacement for the company ute he wrote off just prior to going on holiday.

## CHRISTCHURCH SIMULATOR FIRM WINS CHINESE ORDER

**C**HRISTCHURCH company Flight Developments has landed its first export order for six flight simulators, valued at \$1.1 million, since it opened its first site seven months ago.

The company's founder, Michael Dennis, said last year, when he had developed a multi-player flight-combat simulation game, that he could take on the best virtual-reality games in the world. Mr Dennis said yesterday the China export order for the flight simulators proved New Zealand-designed products could compete with overseas offerings.

The sale was to a site in the Shenzhen special economic zone bordering Hong Kong. It was a test for Flight Developments' Chinese

partners which, if successful, was likely to lead to similar sites being developed in other cities.

The product, called Star Force, is a cross between a flight simulator and a video game capable of 360 deg rotation.

Gameplay takes place in a deepspace environment in which players chase each other to do battle.

The combination of flying against other people and 360 deg rotation is unique in the entertainment industry, Mr Dennis said.

**A** new underground carpark building in Cathedral Square that was to house a movie theatre complex as well as a laser game and video games area will now not go ahead as it was considered to be uneconomic by the councils finance committee.

**G**OOD to hear from George Samuel (senior) the other day particularly as we had earlier mentioned his retirement from general coin-op. It seems that this article took George by surprise and he rang to let us know that he is still very much involved in the business and plans to be for some time yet. Sorry George.

**N**ICE to see the arrival of Kiwi Air into Christchurch and the introduction of some excellent fares making it cheaper to fly to Brisbane than Auckland.

**W**E recently had a visit from the newest United States Air Force transport aircraft when the C-17 made a late night stop. The C-17 at 53 metres long and 16.8 metres high with a wingspan of 50 metres is certainly an impressive sight.

## OAMARU

**R**ODGER Wilson has decided that commuting from Nelson is too much of a journey and has decided to sell his operation in Oamaru in the next few months. With the busy skiing season now in full swing this is an ideal time to get involved in this area.

ALL PRICES IN THIS MAGAZINE ARE EXCLUSIVE OF GST



# Things ain't what they used to be

**T**ALK about a reputation. Video games parlours are regarded as the tramps of the entertainment world, renowned for their school-wagging patrons, chewing gum floors and dark, sleazy locations.

Threatening, too - it seems most young adults have at least one story about how, in their youth, some sumo-proportioned monster muscled in on their game and demanded 20c to leave it.

Change is afoot. Like a reformed criminal, the video games parlour is changing its name in a bid to start afresh. Stages TimeOut, an entertainment conglomerate with 12 centres throughout New Zealand, carefully refers to its outlets as "arcades".

This apparently isn't going far enough for Galaxy, another major video games chain which, following the American example, has somewhat primly announced itself as a family entertainment centre.

So the question begs: new era or sly marketing ploy? Certainly in the city centres the 'arcades' (for the sake of argument) have cleaned up their act. Smoking, eating and drinking are strictly banned at all times. Furthermore, school children in uniform are prohibited from 9am to 3pm - and after 11pm - a response to the problem of truancy, missed buses home and late-night juvenile vandalism. Add 24-hour security guard patrol in many of the arcades and you begin to wonder why kids still hang out at them at all.

Here's why. Virtua Cop 2, Sega Rally, Alpine Racer, Sega Manx TT, Fighting Vipers and Mortal Kombat 3. If the only video games you know are Space Invaders or Frogger, prepare to be blown away. Alpine Racer, for example, is a 125 cm screen ski simulator which blasts you down a black alpine run. In the spirit of simulation you ski with your feet. The breathtaking graphics make every crash along the way register - visually at least - like the real thing.

Sega Manx TT is a simulated motorcycle race again with large screen and realistic graphics, whose selling point is the bike itself. To all intents and purposes it's a real bike; you straddle it, put your feet on the rests, transfer weight, maximise turn, operate gears, and even feel and hear the vibrations of wheel to road. With games like these, complete immersion in Virtual Reality beckons ever closer.

A surprising development has resulted.

The age of your average arcade lizard is no longer pre-to-early teens as it was in the 80s. Most frequenters are in their late teens to mid-twenties, the result not of price increases (most arcade games cost an affordable \$1 to \$3) but the increased sophistication and difficulty level of the games.

Money does enter the equation, however, when you consider that if an average game costs \$2 for three minutes, half an hour's leisure time in an arcade can set you back over \$20. This happened to Matthew Akers, a 20 year old motorcycle courier. He started playing the Manx TT simulator when it came on the market last year. A motorcycle fanatic, he soon found himself spending more than \$100 a week trying to beat his best score.

With the best six track-times displayed on the screen, Akers would get frustrated if his name didn't grace all six places. He would play until his name alone stood on the screen. Now he barely plays at all, but for a while he admits he was addicted to the machine.

This was reflected in those interviewed. For every one spoken to who claimed to spend over \$100 weekly on games, there were 10 only occasional (once monthly) users, spending from \$5 to \$10. Most of the girls, who make up only 20 percent of arcade users, didn't play at all, preferring to watch or use the arcade as a meeting place.

Increasingly arcades are encouraging this more social role and are positioning themselves as a viable alternative to other social leisure activities such as sport, shopping or movies.

Arcades are trying desperately to achieve respectability.

Jason Mann, aged 23, who won the Time Out Sega Rally Championships last December, says there's a shift towards a more wholesome approach. "More and more arcades are catering to families," he says. "The big operators recognise that you have to keep bringing in new technology from Japan and America and run a clean, safe operation to attract the older more affluent market."

For those who have sworn never to enter the depths of a video game parlour, think again. It's hard, fast fun and with the games constantly being updated (TimeOut says it installs a new machine every two weeks in its Auckland central arcade) you can play happily for hours. Just keep your eyes on the clock and your credit card.

Courtesy New Zealand Herald



# RTS

## JAPANESE GAME MACHINE

### CONVERSION GAMES

1. Capcom "SF Alpha 2"
2. Sega "Virtua Fighter 2"
3. Taito "Psychic Force"
4. Namco "Xevious 3D/G"
5. Namco "Tekken 2"
6. Sega "Virtua Fighter 2"
7. SNK "Metal Slug"
8. Sega "Super Real Mahjong"
9. Vid.System "Mahjong ..."
10. Sega "Virtua Striker"

### DEDICATED GAMES

1. Sega "Gun Blade"
2. Sega "Virtual On"
3. Namco "Time Crisis"
4. Namco "Ace Driver"
5. Namco "Alpine Racer"
6. Sega "Virtua Cop 2"
7. Namco "Point Blank"
8. Namco "Rave Racer"
9. Sega "Rally Championship"
10. Namco "Dirt Dash"

### PINBALLS

1. Capcom "Pinball Magic"
2. D.East "Jurassic Park"
3. Williams "Congo"
4. Williams "Roadshow"
5. Sega "Frankenstein"



## AMERICAN TOP 60 VIDEO & PINBALL

1. Sega "Daytona USA"
2. Namco "Time Crisis"
3. Midway "Cruisin' USA"
4. Namco "Alpine Racer"
5. Bally "Attack From Mars"
6. Atari "Area 51"
7. Merit "Megatouch IV"
8. Sega "Manx TT"
9. Incred.Tech "Golden Tee 3D Golf"
10. Namco "Tekken 2"
11. SNK "Metal Slug"
12. Midway "NBA Hang Time"
13. Sega "Virtua Cop 2"
14. Sega "Indy 500 Twin"
15. Sega "Sega Rally"
16. Namco "Point Blank"
17. Midway "Killer Instinct 2"
18. Bally "Theatre of Magic"
19. Namco "Soul Edge"
20. Sega "Outrunners"
21. Dynamo "Solitaire Challenge"
22. Bally "The Addams Family"
23. Namco "Cyber Cycles"
24. Capcom "Dungeons & Dragons"
25. Merit "Megatouch"
26. Taito "Bust-A-Move Again"
27. Namco "Lucky & Wild"
28. Micro "Magical Touch"
29. Dynamo "Tournament Solitaire"
30. Capcom "Marvel Super Heroes"
31. Namco "Suzuka 8 Hours 2"
32. Capcom "Street Fighter Alpha 2"
33. Bally "Who Dunnit"
34. Atari "COPS"
35. Konami "Crypt Killer"
36. Sega "Indy 500"
37. Sega "Virtua Fighter 2"
38. Williams "Star Trek: TNG"
39. Sega "Apollo 13"
40. Bally "World Cup Soccer"
41. Namco "Ridge Racer"
42. Worldwide "Striker, 1945"
43. Williams "Roadshow"
44. Midway "Killer Instinct"
45. Konami "Run & Gun"
46. Premier "Mario Andretti"
47. Midway "Mortal Kombat 3 Ultimate"
48. Premier "Big Hurt"
49. Sega "Batman Forever"
50. Sega "Virtua Cop"
51. Williams "Congo"
52. Namco "Ridge Racer 2"
53. Konami "Lethal Enforcer 2"
54. Taito "Bust-A-Move"
55. Fabtek "Raiden II"
56. Atari "T-Mek"
57. Capcom "D&D Tower of Doom"
58. Sega "Fighting Vipers"
59. Midway "Open Ice"
60. Namco "Tekken"



# CHIA

## TIME OUT NEW ZEALAND

### CONVERSION GAMES

1. Capcom "SF Alpha 2"
2. Capcom "D&D"
3. Capcom "SF Alpha"
4. Midway "Killer Instincts 2"
5. Sega "Virtua Fighter 2"
6. Namco "Tekken 2"
7. Namco "Soul Edge"
8. Fabtek "Raiden 2"
9. Capcom "Marvel Super Hero"
10. Taito "Puzzle Bobble"

### DEDICATED GAMES

1. Namco "Time Crisis"
2. Sega "Virtua Cop 2"
3. Sega "Sega Rally"
4. Sega "Virtua On"
5. Sega "Daytona"
6. Namco "Alpine Racer"
7. Sega "Manx TT"
8. Namco "Ace Driver"
9. Namco "Cyber Cycles"
10. Midway "Cruisin' USA"

### PINBALLS

1. Bally "Attack from Mars"
2. Sega "Golden Eye"
3. Williams "Congo"
4. Sega "Apollo 13"
5. Bally "Theatre of Magic"



## TIMEZONE

### CONVERSION GAMES

1. Namco "Point Blank"
2. Midway "NBA Hang Time"
3. Capcom "Street Fighter Zero 2"
4. Midway "Killer Instinct 2"
5. Sega "Virtua Striker"
6. Sega "Fighting Vipers"
7. Capcom "Dungeons & Dragons 2"
8. Namco "Tekken II"
9. SNK "Metal Slug"
10. Capcom "19XX"

### DEDICATED GAMES

1. Sega "Gun Blade"
2. Namco "Time Crisis"
3. Namco "Alpine Racer"
4. Sega "Virtua On"
5. Sega "Manx TT 50" DX"
6. Sega "Virtua Cop 2"
7. Konami "Crypt Killer"
8. Sega "Daytona USA Twin"
9. Sega "Rally Championship Twin"
10. Jaleco "PK Soccer"

### PINBALLS

1. Williams "Arabian Knights"
2. Bally "Attack From Mars"
3. Williams "Johnny Mnemonic"
4. Williams "Congo"
5. Bally "Who Dunnit"
6. Bally "Indy 500"
7. Bally "Theatre of Magic"
8. Bally "No Fear"
9. Williams "Jackbot"
10. Williams "Dirty Harry"

### PRIZE REDEMPTION

1. Jaleco "Spider Stompin"
2. LAI "Tickee Tickets"
3. Jaleco "Spider Splattin"
4. ICE "Cyclone"
5. LAI "Mouse Attack"



## PLAYMETER

### DEDICATED GAMES

	LONGEVITY POINTS
1. Sega "Daytona USA"	1306
2. Namco "Time Crisis"	169
3. Midway "Cruisin' USA"	1165
4. Namco "Alpine Racer"	403
5. Sega "Manx TT"	157
6. Midway "NBA Hang Time"	49
7. Sega "Virtua Cop 2"	347
8. Sega "Indy 500 Twin"	140
9. Sega "Sega Rally"	381
10. Midway "Killer Instinct 2"	187

### CONVERSION GAMES

1. Atari "Area 51"	390
2. Merit "Megatouch IV"	111
3. Incred. Tech "Golden Tee 3D Golf"	333
4. Namco "Tekken 2"	503
5. SNK "Metal Slug"	50
6. Namco "Point Blank"	347
7. Namco "Soul Edge"	201
8. Capcom "Dungeons & Dragons"	73
9. Merit "Megatouch"	447
10. Taito "Bust-A-Move Again"	176

### PINBALLS

1. Bally "Attack From Mars"	163
2. Bally "Theater of Magic"	713
3. Bally "Addams Family"	2763
4. Bally "Who Dunnit"	189
5. Williams "Star Trek: TNG"	1419
6. Sega "Apollo 13"	176
7. Bally "World Cup Soccer"	881
8. Williams "Roadshow"	634
9. Premier "Mario Andretti"	46
10. Premier "Big Hurt"	88

### REDEMPTION

1. ICE "Cyclone"
2. Seidel "Smokin' Token"
3. Smart "Classic Watch Crane"
4. Bromely "Colorama"
5. Acclaim "Super Bank It"



# AUCKLAND SCENE

GREETINGS once gain from the City of Sails. Yet another month has past, meaning time to bore you with my thoughts. By the time this mag goes to print the shortest day will have past, roll on spring I say! Auckland's been enjoying some might fine weather, but paying the price with chilly starts and finishes to the days. Still you get that!

Interesting to see the "Super City" issue I commented on last month come and go with only a lukewarm response. It seems like any such radical change would take years of debate (as it does!). One of the amusing comments I heard was that Les (Auckland's Mayor) just wants to et his hands on more money to fund his mismanaged area. Sounds like political bollocks to me! Still you get that too!!

School Holidays are here again, good to have a top line up of games to greet the masses of youth. I'm expecting good things from Hang Time, by all accounts its doing very well and should prove to be big with die hard NBA Jam fans. As usual we are to conduct competitions over the two week period rewarding competitors for their skill. Thanks to our ongoing sponsors we will be giving away all sorts of goodies to entice potential

followers to frequent our find centres. Looking forward to the Street Fighter Alpha 2 competition as it has a big following, meaning competition will be fierce.

Disappointingly we had a brand new TimeOut neon sign stolen at a recent show held at the Ellerslie Race Course in Auckland. What is it about the skiing fraternity? All my dealings with this group have been time wasting, frustrating, fruitless and now to top it off dishonest. Without going on too much of a bleating tangent, let be known that some of the major players in this field are not nice people, for the fruitless time wasting they inflicted on me, as is the show organiser for his lack of help. I am also very disappointed with the actual person who stole the neon sign. Shame on you all! Ruapehu is dishing out your just dessert!

Though of the moment: I wish Winston would give a straight answer to the question at hand!

Current favourite word "arguably" is good and safe!

Two cows are standing in a paddock (as they do) one sez to the other "I find this BSE epidemic a little concerning, don't you?", the other replies, "doesn't bother me I'm a rabbit!"





# THERE ARE 12 GOOD REASONS TO PURCHASE KILLER INSTINCT II ONE IS ENOUGH

\*7 DAY COLLECTION = \$850



## KITS AVAILABLE

- Improved game depth increases and extends cash box earnings
- Game intelligence creates challenging one player game
- New moves for returning characters
- Millions of combination moves
- Interactive backgrounds
- Powered up ultra combo moves
- Improved sound system with new tunes
- Improved larger hard drive
- Improved mounting of hard drive

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.



\*Actual income from location in New Zealand



◆「リアビュー」と「ドライバーズアイ」の2段階の視点切り換えが可能  
The 2-stage perspectives alternates to and from "VIEW FROM BEHIND" and "DRIVER'S EYE"



## TOP NZ EARNER

## FINAL SHIPMENT LIMITED STOCK

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

### THE BODY DECOR AND ENGINE SOUNDS ARE REMINISCENT OF THE "REAL THING."

With cooperation from TOYOTA and FIAT, player's cars can be selected from the 2 kinds of cars, i.e., the "New CELICA GT-FOUR WRC" and the "LANCIA DELTA INTEGRALE '92 WRC" whose colorings are the same as the original machines that participate in the World Rally Championship. In addition, the engine sounds sampled from a real car will impress even the most enthusiastic of rally fans.

TWO GAME MODES AND THE POTENTIAL TO INTERCONNECT UP TO 4 MACHINES ARE AVAILABLE. Select one of the 3 courses, EASY/DESERT, MEDIUM/FOREST or EXPERT/MOUNTAIN. Interactive play between up to 4 players is possible.

Available modes are "PRACTICE MODE" for a 1P player in which the player must finish the specified number of laps within the time limit, and "CHAMPIONSHIP MODE" in which the player must clear each stage in a furious race with rival cars. Fly through the air and use the drift effect to become the Champion in this head-to-head battle.

#### Realistic Steering Features

New mechanisms allow you the realistic feeling of driving, actual steering weight and kickback!

#### Adjustable Seating

The seats are adjustable up to 13 cm.

#### Easy Maintenance

The board is conveniently located underneath the driver's seat facilitating easy maintenance.

#### REAL TIME TEXTURE MAPPING CG BD "MODEL 2"

A high-resolution 29 inch monitor is used to represent super realistic graphics. Roaring engine sounds are emitted from the 16-Speaker System which consists of four Dome Speakers, two Woofers and four Tweeters.

仕様 樹(2人用) ¥95-4887

外形寸法	W: 1,632mm
	D: 1,094mm
	H: 1,916mm
重量	894kg
消費電力	AC 100V 1,048W
電源	29インチモニター×2

PAT. PEND.

■SPECIFICATIONS: FOR 2 PLAYERS:

Outer dimensions:	W: 163.2 cm, 64.25 in.
	D: 109.4 cm, 66.69 in.
	H: 191.6 cm, 75.43 in.
Weight:	Approximately 894 kg, 1974 lbs.
Power consumption:	AC 100V 1048W
Monitor:	29 inch monitor X 2

PAT. PEND.



TWIN  
1/100







**1. Ultimate NBA HANGTIME available Nov. 1**

- Updated for '96 - '97 NBA season
- Includes new draft picks on their respective teams
- Promoted with a totally new marquee

## 2. Create-A-Player Mode

- Players combine speed, agility and appearance of various NBA stars to create a personalized superstar – A first for a coin-op game!
- Player pays extra to create a superstar
- Save superstar on game to access later for repeat play


### 3. Built-In Promotion

- Trivia Contest challenges player to answer on-screen basketball question after every game
- Players have a chance to win NBA game tickets
- Urges frequent return to same machine to score enough points to enter

#### 4. Power Up Codes

- Players can choose new superstar attributes like Unlimited Turbo, Max Strength, No Pushing and many more
- Power Up Codes displayed on screen
- Allows player to choose from various indoor and street courts
- Proven successful on other Midway games

## 5. New Game Improvements

- Larger memory – 4 times the power of previous memory chip
  - Dipswitch for operator selectable tournament mode – straight-ahead, no Power Up play
  - Improved, smoother graphics with more colors and frames of animation provide wider view of court
  - Player moves: Double Dunks, Alley-Oops, Fade Aways, Jump Shots
  - Funky tunes of M. Doc provide cool street feel
  - New sound board with improved DCS sound system simulates atmosphere of a live NBA game
- 

**NBA HANGTIME** is the most hands-on basketball game ever — players make all the moves and operators score big.



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**Now the NBA JAM design team dominates the floor again with NBA HANGTIME, the only sports game interactive on multiple levels. NBA HANGTIME is more than a game — it has a built-in promotion tool! Midway has drafted five key team members that add up to a champion, and even higher collections.**

## NOW IN STOCK



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DELAYED TILL  
JULY**

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YOU  
PRAY  
FOR



3-DEFIANT  
3-DESTRUCTIVE  
3-DIMENSIONAL

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**MIDWAY**  
Midway Manufacturing Company  
A subsidiary of **삼미** International Inc.

**SPECIFICATIONS:** (Unzeled) Height: 72" / 182.88cm Width: 37" / 93.98cm Depth: 42" / 106.68cm Weight: 500 lbs / 225kg

DCS2 3401 N. California Ave. • Chicago, IL 60618 • (312) 961-1000 • Fax (312) 961-1060 • <http://www.wps.com>



# A WAY TO FATTEN THE BOTTOM LINE

As competition for the entertainment dollar increases, owners and managers should become increasingly aware of the value of return customers.

Industry standards state that a satisfied customer tells four friends about a positive experience. While a dissatisfied customer will tell twenty people about a bad one. That translates into a business needing five happy customers to make up for that one unhappy one!

A hospitality/customer service training course that focuses on front line staff can go a long way toward keeping customers satisfied and coming back. Because these staff make daily contact with the public, they have the potential to make or break your business. They, more than anyone, are responsible for making sure customers leave your business happy.

Most business spend little time training front line employees, relying instead on supervisors and managers to train front line staff. Hourly employees usually receive only an explanation of how to do the technical aspects of their job. Little if any time is spent teaching them how to communicate with customers.

Many larger companies will have instigated in house training programs for this purpose while smaller businesses may find it more practical to look to outside training institutions.

A good training program should provide an environment for self-discovery. Employees need to understand that they are all appreciated for being the unique individuals they are. Doing so allows them to be able to accept the uniqueness of others.

A good training program will also emphasize the importance of customers to the success of the business. Customers pay

everyone's wages, from the managing director to the part-time staff. All forms of communication are important. When an employee communicates with customers, whether it be verbally, visually, or with body language, customers understand that they are the focus of attention. They begin to experience a sense of importance that reassures them that they made the right choice in visiting your centre.

Loyalty is a two way street. When a consumer develops a relationship with a business, loyalty evolves and return business is virtually guaranteed.

Empower your employees. As they become aware of their power to generate return business, they will want to take care of problems instead of passing them on to management. Recognise the signs of poor customer relations in your business. These signs include:

- Staff who don't make eye contact with customers.
- Staff who don't smile or verbally acknowledge customers.
- Staff who don't anticipate customer questions or concerns.
- Staff who don't display friendly body language.
- Staff who engage in inappropriate conversations with and around customers.
- Staff who are heard to say "it's not my job."
- Staff who fail to take actions to solve problems; instead refer all problems to their manager.

If you've noticed any of these signals, hospitality training will make a difference in your operations bottom line. All levels of employees can learn from a good training program. Each participant will have the opportunity to see from a new perspective - the customer perspective!

Logan Paul

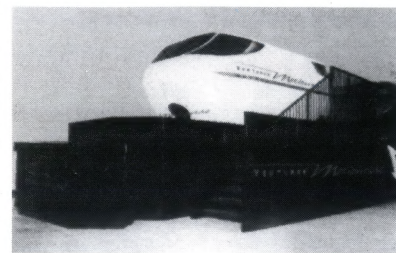


## ON THE MOVE

THOMSON Training & Simulation's Systems Division has appointed a major South African leisure operator, Nu Metro Entertainment as the exclusive distributor of its Venturer simulators.

Nu Metro is part of the R1bn leisure giant, CNA Gallo Group which has a network of over 160 cinemas as well as other leisure businesses.

The company plans to buy seven Venturer motionride simulators in



the next two years, as well as additional Venturer S2s.

The first will be situated at the Randburg Waterfront in Johannesburg, where Nu Metro has a cinema and FEC.

Simon Molseed, regional sales manager commented: "The agreement with Nu Metro is central to our plans in South Africa ... We're looking forward to very dynamic growth in this part of the world."

## NEW MARKET FOR VIRTUALITY

THE UK's Virtuality has licensed its consumer Head Mounted Display (HMD) technology to Takara Co Ltd and Media Robotics Co Ltd.

Takara, one of Japan's leading toy

manufacturers, intends to launch the HMD in Japan in September at a retail price of \$NZ530.

The consumer HMD will connect to various audio and video sources such as video players, camcorders and home game consoles.

## PUSHING FORWARD

THE Spanish company, New Park, is continuing its expansion process throughout the country.

New Park, which already has 15 centres open throughout Spain, opened another franchise in March at the Commercial

Centre El Saler, in addition to enlarging its operation in Barcelona to three floors last April. The company has plans to continue the momentum, with more centres planned for later this year.

## IMAX IN 3D AT POITIERS

FUTUROSCOPE at Poitiers is equipping itself with the first European Imax hall to project the first 3d film from the movie-maker Jean-Jacque Annaud.

The film, call Wings of Courage, retraces the epic saga of the pilots of the airmail service. From the time of its US release, the film grossed approximately Fr19m for the Imax company in six months. It is hoped that this success will be repeated at the Futuroscope, then at the Imax Dome and from the autumn, at the Geode of Paris-La Villette.

## LASERVISION PROJECTS

SYDNEY, Australia, based Laservision has completed at \$NZ8 million contract to supply Korea's largest theme park with a spectacular outdoor laser attraction.

The attraction, destined for the Samsung-owned Everland theme park in Seoul, will be the biggest multi-media laser attraction of its kind in the world.

Laservision has also done a \$NZ2 million deal to complete a project for Sentosa Island, Singapore's mose up market tourist attraction.